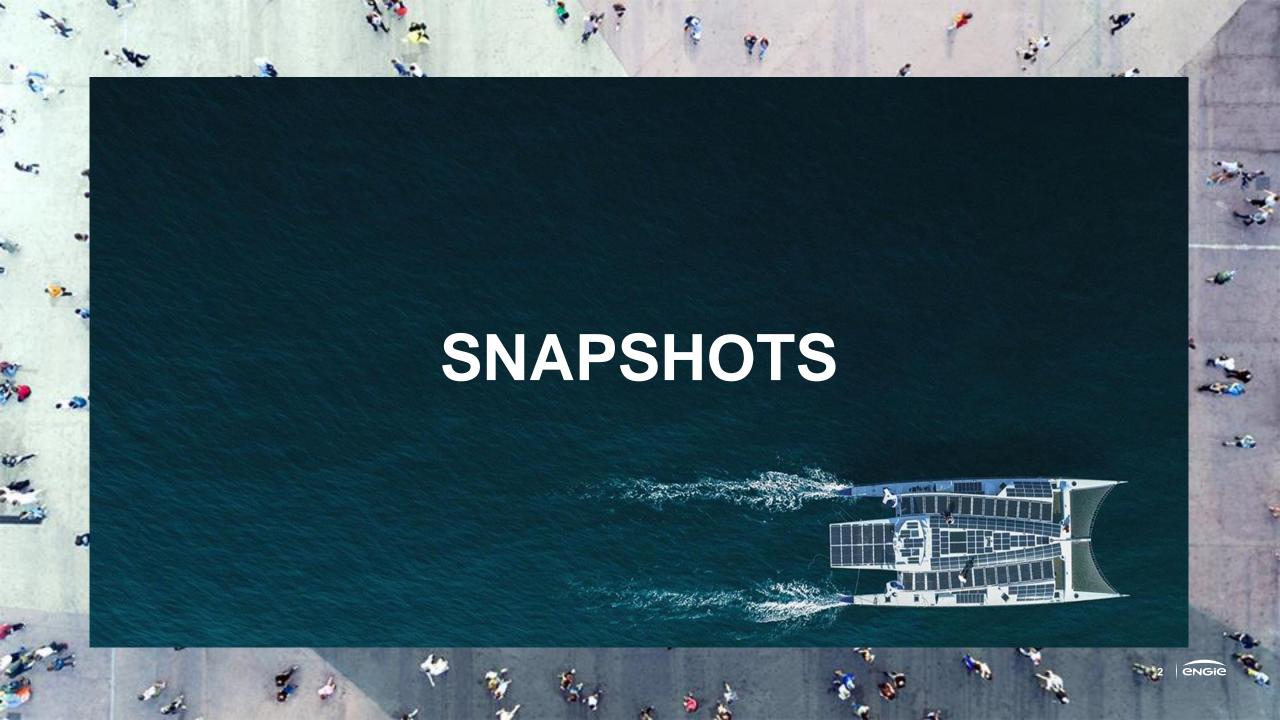
# ENGIE ENERGÍA CHILE S.A. Presentation to investors





#### **ENGIE'S AMBITION: TO LEAD THE ZERO-CARBON TRANSITION**

Supporting our clients in their zero carbon roadmap

Focus on 20 countries, 30 urban areas, 500 global clients

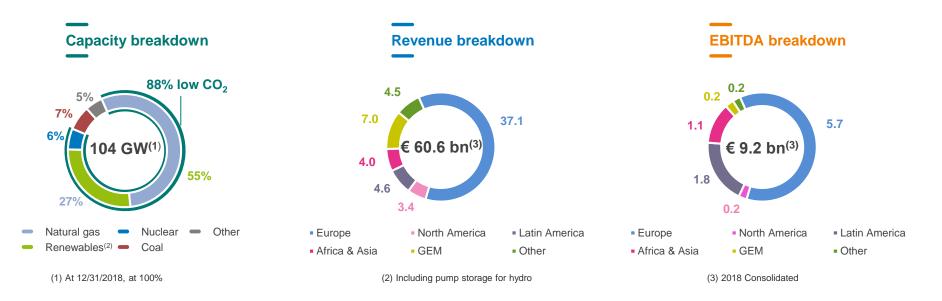
**Decentralized organization:** 

24 business units; 4 business lines

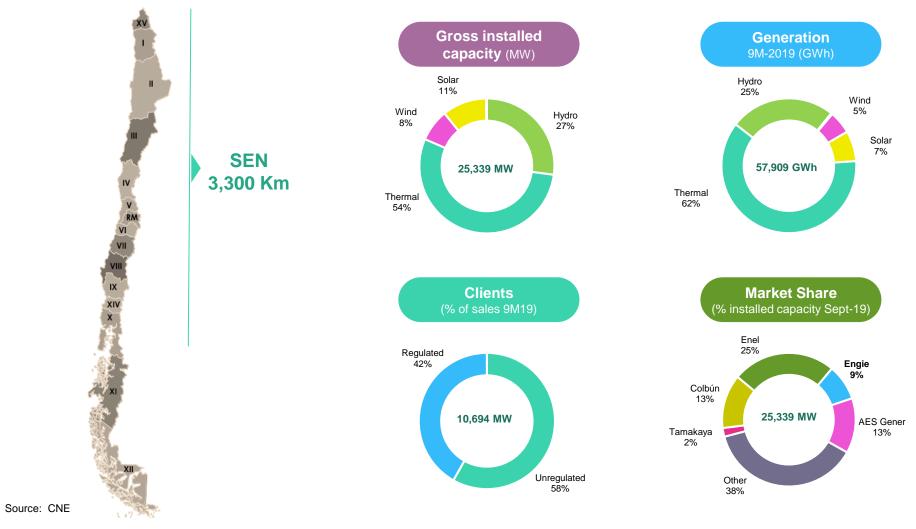
CAPEX 2019-2021:

€ 12 bn & 9 GW in renewables





# SISTEMA ELÉCTRICO NACIONAL ("SEN") TWO MAIN GRIDS RECENTLY INTERCONNECTED



#### **EECL: A RELEVANT PLAYER IN THE CHILEAN POWER INDUSTRY**



- Leader in northern mining region, 4th largest electricity generation company in Chile
- ~2.2 GW gross generation capacity
- 3<sup>rd</sup> largest transmission company
- Seaport infrastructure, gas pipeline



Prepared to provide energy solutions to its customers



#### **GROWTH UNDERWAY**

- 15-yr regulated PPA w/distribution companies => contracted physical sales growth in 2018 & 2019
- 50%-owned **TEN** ~US\$ 0.8 bn transmission project began operations in 4Q17
- ~US\$ 1 bn new power generation capacity + port (COD: May 16, 2019)

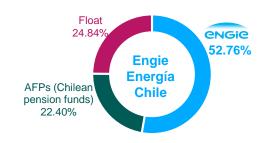


Good delivery in growth strategy implementation



- Capacity contracted under long-term sales agreements; 12 years remaining average life
- Strong counterparties
  - Unregulated: mining and industrial companies;
  - Regulated: distribution companies

#### **Strong sponsorship**



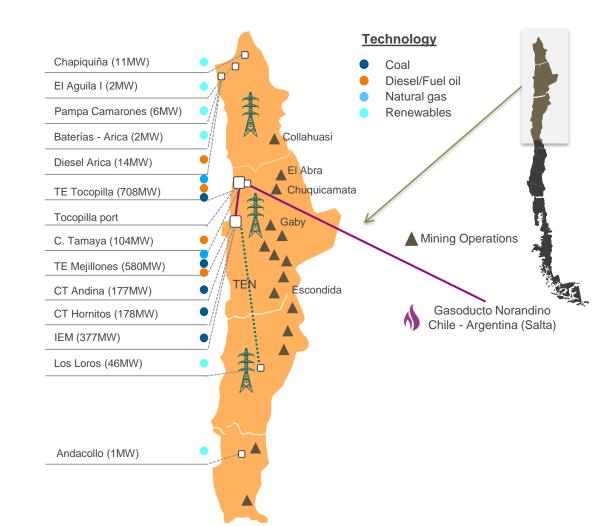
#### A DIVERSIFIED ASSET BASE TO MEET OUR CLIENTS' ENERGY NEEDS











(\*) Units 12 and 13 in Tocopilla (171MW combined gross capacity) were closed on June 7, 2019. The company also announced the closure of Units 14 and 15 in Tocopilla (268MW combined gross capacity) by December 31, 2021. The Los Loros & Andacollo PV plants were acquired in April 2019. Their capacity is shown in MW, which differs from the MW-peak figure reported in other slides of this presentation.



#### 2019: THE GROUNDS FOR OUR RECONVERSION



- Contracted revenue growth
  - ~8,200 GWh p.a. in 2017
  - ~11,500 GWh p.a. in 2019
- More balanced portfolio (Unregulated/regulated)
  - 77%/23% in 2017
  - 57%/43% in 2019
- Expected **EBITDA** growth (>65% 2019 vs. 2017)

#### Clients' Sales (GWh)

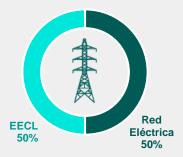




#### INTERCONNECTION

- **TEN**: 600-km, 500 kV, ~US\$0.8bn, transmission company
- On schedule, within budget, operating since 24-Nov-17
- Regulated & contracted revenue; ~US\$80 million EBITDA p.a.

TEN: 50/50 Joint Venture 85% project financed





#### **NEW POWER SUPPLY**

- IEM + Puerto Andino
- ~US\$1 bn investment including port
- **Port:** In operations IEM: COD: May 16, 2019
- IEM: 375 MWe gross capacity
- +2 LNG cargoes 2018 **+1 LNG cargo** – 2019
- Power supply contracts with generation companies







#### **DECARBONIZATION: A DECISIVE, GRADUAL & RESPONSIBLE PATH**



#### **Early steps**

- Development of TEN project => procurement of low-carbon energy sources
- · Decision not to build any new coal plants



#### PPA renegotiation with mining companies

- New tariff scheme: price reduction
- Decarbonization (tariff indexed to CPI rather than to coal prices starting 2021)
- Contract life extension (10+ years)



#### **Asset rotation plan**

- U12+U13 coal plants closed in 2Q19; U14+U15 to be closed by YE 2021
- Plan to develop 1GW / USD1bn in renewable assets
- Long-term power supply agreement to reduce volatility during transition



#### Government-private agreement to phase-out coal generation

- Gradual process concerning 28 coal units/5.5 GW installed capacity:
  - Binding commitment by Engie, Enel & AES to close 8 units/1GW by 2024
  - Engie to close 4 units/439MW by 2021 & assess potential for further closures
- Chile's challenge: To become carbon-neutral by 2050



#### **OUR PERFORMANCE**

**RENEGOTIATED PPAs** 

~3 **TW**h

COAL CAPACITY
DISCONNECTED IN 2019

171 MW

COAL CAPACITY TO BE DISCONNECTED YE 2021

268 MW

**ASSET ROTATION PLAN** 

1GW

\$1bn

# RECENT EVENTS 9 ENGIE

## RECENT EVENTS – LAUNCHING RENEWABLE PROJECTS FOLLOWING THE DECARBONIZATION ANNOUNCEMENT

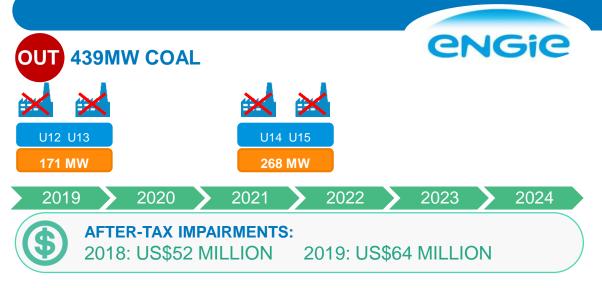
June 4, 2019: Agreement with government to phase-out coal-based generation

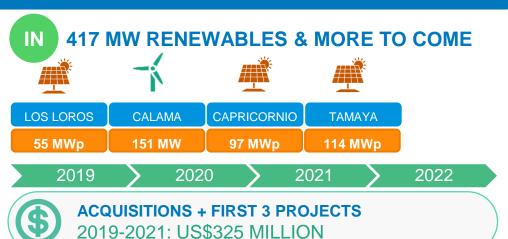
- Binding commitment by Engie, Enel & AES to close
   8 units/1GW by 2024
- Commitment to reassess feasibility of further closures every five years
- Chile seeking to become carbon-neutral by 2050



October 7, 2019: Launching the first 3 renewable projects out of 1GW/US\$1bn investment plan

- Calama windfarm: construction started √
- Capricornio solar PV plant: construction started
- Tamaya solar PV plant: construction scheduled to begin 1Q20





#### **RECENT EVENTS**



#### **FULL GRID INTERCONNECTION**

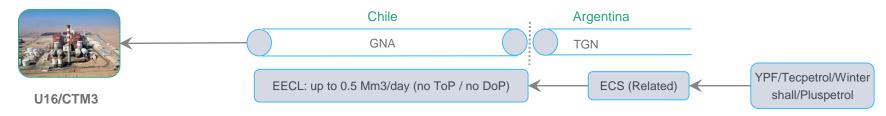
• Interchile's Cardones-Polpaico transmission Project: COD = May 29, 2019:

Together with increased gas supply, full interconnection contributed to

- reduced marginal cost volatility
- lower average marginal costs

#### **GAS SUPPLY**

• EECL contracted up to 3.9 TBtu of gas imports from Argentina for the Oct-19 - Apr-20 period



Gas imports will enhance dispatch of CCGTs

=> lower and more stable marginal cost throughout the day

#### **RECENT COMPANY EVENTS**



#### **OUR CLIENTS**



- PPA renegotiations & new contracts
  Antucoya, Molycop & others ~778 GWh p.a.
- 15-yr. PPA w/distribution companies
   88% demand increase in 9M19



#### **OUR RATINGS**



- Fitch: BBB Positive Outlook 1
  June 2019
- Feller AA-(cl) Stable outlook
  January 2019



#### **OUR ASSETS**



- 55MWp Solar PV acquisition 17-Apr-19
   Los Loros & Andacollo @ US\$35 million
- 248MWp Wind +Solar PV in construction
   Calama wind farm and Capricornio solar PV plant
- IEM commercial operation 16-May-19
  Cost efficient 377 MW gross capacity



#### **OUR SHAREHOLDERS**



- Final dividend 2018
   US\$ 22 million paid in May
- 1st Provisional dividend 2019
   US\$ 50 million paid in June



#### **KEY MESSAGES**



#### Results in line with guidance

Mastering the growth achieved



#### **Building our future together with our clients**

PPA renegotiation, decarbonization & life extension



#### Paving the way for our energy transformation plan

Development focused on replacing coal with renewable capacity



#### Robust and flexible capital structure

Ample room to finance energy transformation plan

#### 2019: GRASPING GROWTH AND BEGINNING OUR RECONVERSION



#### PROFITABLE LONG-TERM GROWTH; IMPROVED RISK PROFILE



#### **New PPAs w/distribution companies and Free Clients**

- Growth in contracted portfolio reaching >11 TWh of contracted demand
- Portfolio diversification (regulated vs. unregulated)



#### Operation in an interconnected market. SIC + SING = SEN

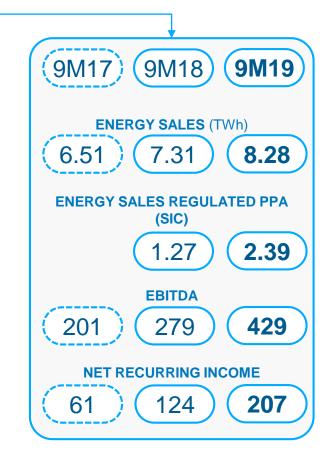
- 50%-owned TEN company
- ISA's Interchile Project completed in May 2019
  - Up to 1,300MW of power transported
  - Trapped solar PV production released
  - Lower and less volatile marginal costs



#### **New power supply sources => risk control**

- New gas supply to run our CCGTs or to sell to other producers
- IEM project in operation since May 2019. Puerto Andino port servicing Mejillones complex since late 2017
- PPAs signed with other generation companies to reduce our exposure to the spot market in south-central Chile

**OUR 9M PERFORMANCE** 



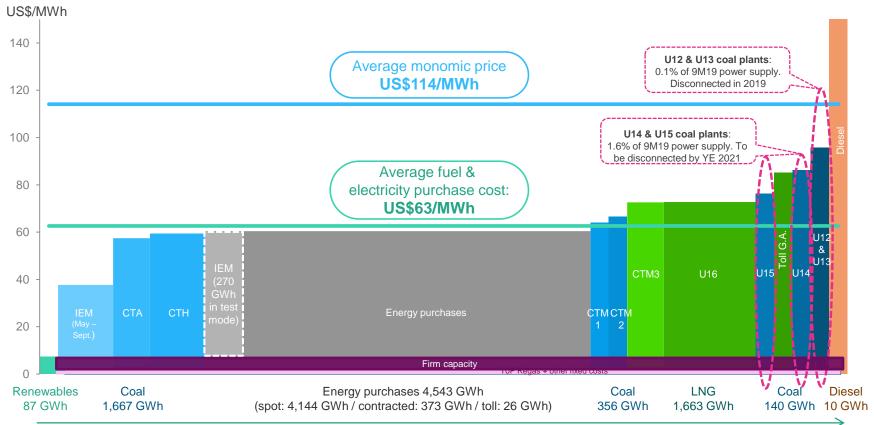
#### 9M19 RESULTS IN LINE WITH GUIDANCE

	9M18	9M19	Variation
Operating Revenues (US\$ million)	950.7	1,119.5	+17%
EBITDA (US\$ million)	278.5	429.2	+54%
EBITDA margin (%)	29.3%	38.3%	+9.0 pp
Net income (US\$ million)	72.5	143.0	+97%
Net income-recurring (US\$ million)	124.4	206.8	+66%
Net debt (US\$ million)	841.7 (*)	732.7	-13%
Spot energy purchases (GWh)	2,788	4,144	+49%
Contracted energy purchases (GWh)	627	373	-41%
Physical energy sales (GWh)	7,308	8,276	13%

• 54% EBITDA increase mainly explained by higher regulated sales due to step-up in contracted energy with distribution companies in center-south SEN

<sup>(\*)</sup> Net debt as of 12/31/2018

#### **DEMAND MET WITH OWN GENERATION AND ENERGY PURCHASES**



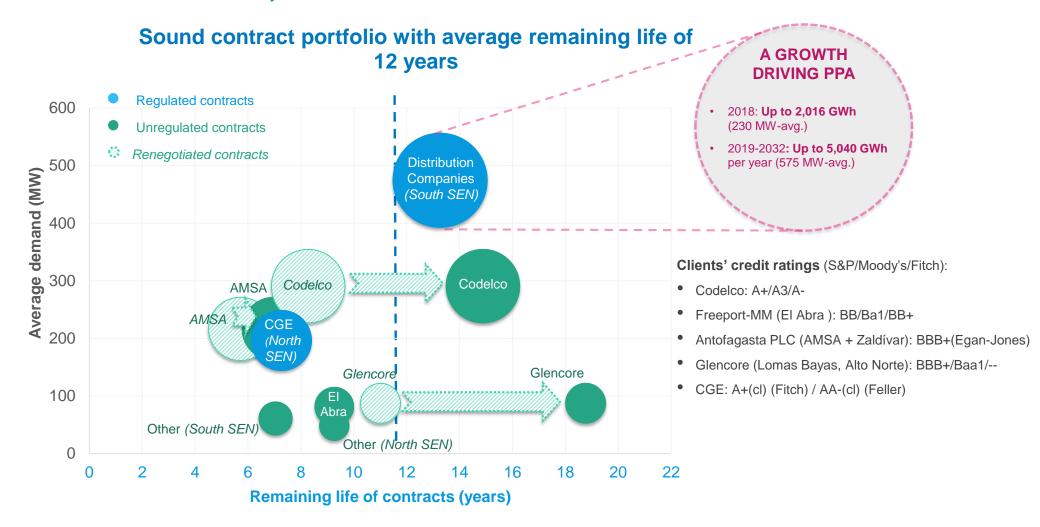
Total energy available for sale before transmission losses 9M19 = 8,466 GWh

Average realized monomic price, spot purchase costs and average cost per MWh based on EECL's accounting records and physical sales per EECL data.

Average fuel & electricity purchase cost per MWh sold includes the LNG regasification cost, green taxes, firm capacity, self consumption & transmission losses

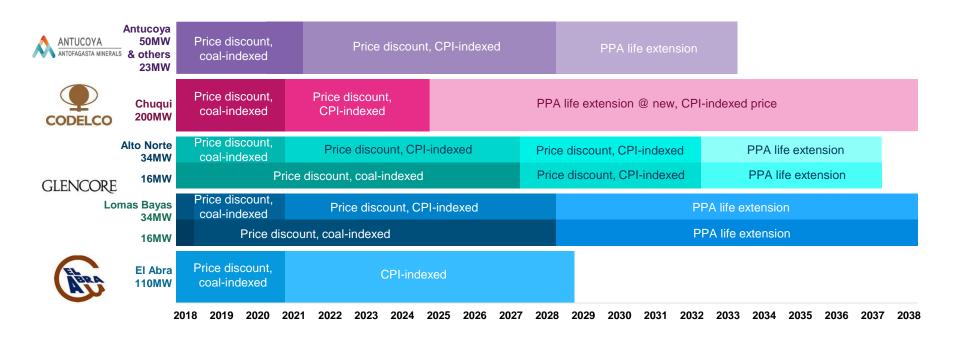
Sufficiency capacity provision amounted to US\$6.6/MWh; ToP regasification + net system over-costs, ancillary service costs, and tolling fees paid to Gas Atacama averaged US\$1.4 per each MWh withdrawn by EECL to supply PPA demand

#### PPA RENEGOTIATION, DECARBONIZATION & LIFE EXTENSION



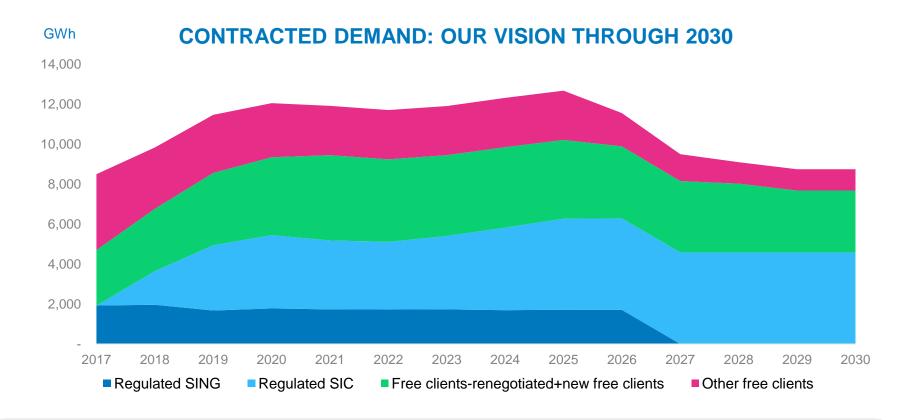
#### PPA RENEGOTIATION, DECARBONIZATION & LIFE EXTENSION

#### PPA renegotiations signed by EECL in 2018 and 9M19



- Extending the life of our PPAs and leaving behind their price indexation to coal will allow us to invest in renewable power sources and gradually replace coal capacity
- Our clients will benefit from lower power prices and a reduction in their carbon footprint

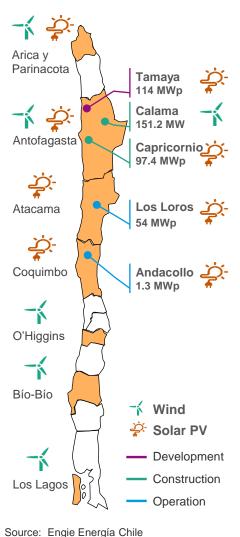
#### PPA RENEGOTIATION, DECARBONIZATION & LIFE EXTENSION



 We will potentially invest ~US\$1 bn in renewable power projects over the 2019-2023 period on the basis of the recent PPA life extension + new PPAs

Source: Engie Energía Chile: Average expected demand under existing contracts following 2018 and 2019 renegotiations

#### FIRST STEPS INTO OUR 1GW~1BN ASSET ROTATION PLAN









#### **ACQUISITIONS:**

#### Los Loros & Andacollo solar PV plants

- 54 MWp + 1.3 MWp
- Acquired by EECL in April, 2019 for ~US\$35 million

#### **GREEN-FIELD PROJECTS:**

- 3 projects with approved "RCA"
- 2 under construction, 1 to start in 1Q20
- Aggregate investment of ~US\$ 300 million
- · 2.2 GW projects in different stages of development

#### Calama wind farm (151.2 MW)

- NTP Sep-19; COD 2Q21
- Siemens Gamesa (WTGs<sup>1</sup>); GES (BOP<sup>2</sup>)

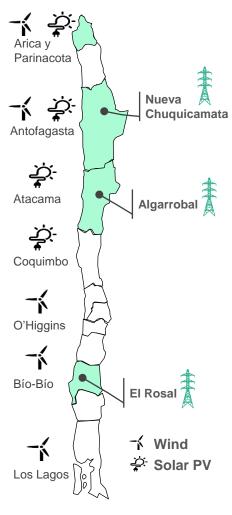
#### Capricornio solar PV plant (97.4 MWp)

- NTP Sep-19; COD 1Q21
- Trina (PV panels); Nclave (trackers); Sungrow (Inverter); GES (BOP)

#### Tamaya solar PV plant

• NTP 1Q20; COD 1Q21

#### NATIONAL TRANSMISSION PROJECTS IN EXECUTION









#### Nueva Chuquicamata

- Substation + 2 x 220 kV line
- Referential investment value: US\$ 18 million
- AVI: US\$ 0.9 million
- COD: 24 / 48 months
- RCA approved May-19

#### Algarrobal

- Sectioning 220 kV substation
- Referential investment value: US\$ 13.9 million
- AVI: US\$ 0.4 million
- COD: 24 months
- RCA approved Jun-19

#### El Rosal

- Sectioning 220 kV substation
- Referential investment value: US\$ 7.3 million
- AVI: US\$ 0.2 million
- COD: 24 months
- RCA approved May-19

#### IEM, A PLANT COMMITTED TO SUPPLY DISTRIBUTION COMPANIES

- 377MWe gross capacity => 348MWe net base-load capacity
- Pulverized coal-fired power plant w/ strict environmental standards
- Turnkey EPC contractor: SK Engineering & Construction (Korea)
- Commercial operation date:May 16, 2019
- 940 GWh injected to SEN in 9M19
- US\$0.9 billion investment





Source: Engie Energía Chile

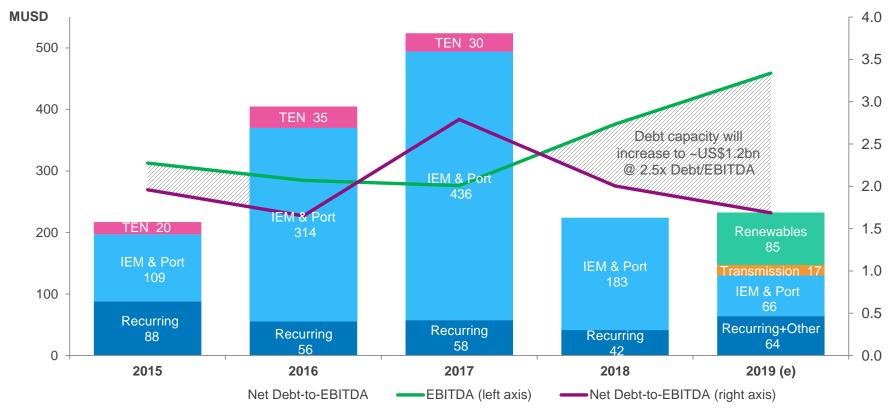
#### **PUERTO ANDINO: COST SAVINGS + DIVERSIFICATION OPPORTUNITIES**

- Mechanized port
- + 6 million TPY transfer capacity
- 3,000 TPH unloading speed => lower demurrage costs
- Conventional & tubular conveyor belts => better environmental standards
- Space for mineral product exports => diversification opportunities
- 3,245,128 tons of coal + 158,809 tons of limestone unloaded since Dec-17, 41 shipments, including 7 Capesize carriers
- US\$122 million total investment at CTA subsidiary

Source: Engie Energía Chile

#### **AMPLE ROOM TO FINANCE ENERGY TRANSFORMATION PLAN**

• FOLLOWING A CAPEX-INTENSIVE PHASE, FREE CASH-FLOW POSITIVE STATUS STARTING 2019 WILL RELEASE FINANCING CAPACITY FOR ENERGY TRANSFORMATION PLAN



<sup>(\*)</sup> Recurring CAPEX includes maintenance expenditures and upgrade investing in transmission assets

<sup>(\*\*)</sup> Renewables includes Los Loros & Andacollo PV plants acquisition, first projects of Asset Rotation Plan

#### **KEY DRIVERS FOR OUR PROJECTED RESULTS**

#### Demand & prices

- New PPA w/distribution co's.
- New PPA w/free Clients
- Client migration
- PPA renegotiation

#### Marginal cost risks

- Coal prices
- Hydrologic conditions

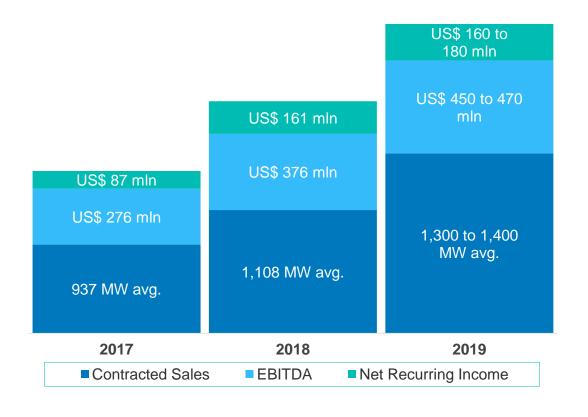
#### Power supply

- Delay in full interconnection
- IEM COD 2Q19
- U12/U13 plant closure
- Power supply contracts

#### Regulation

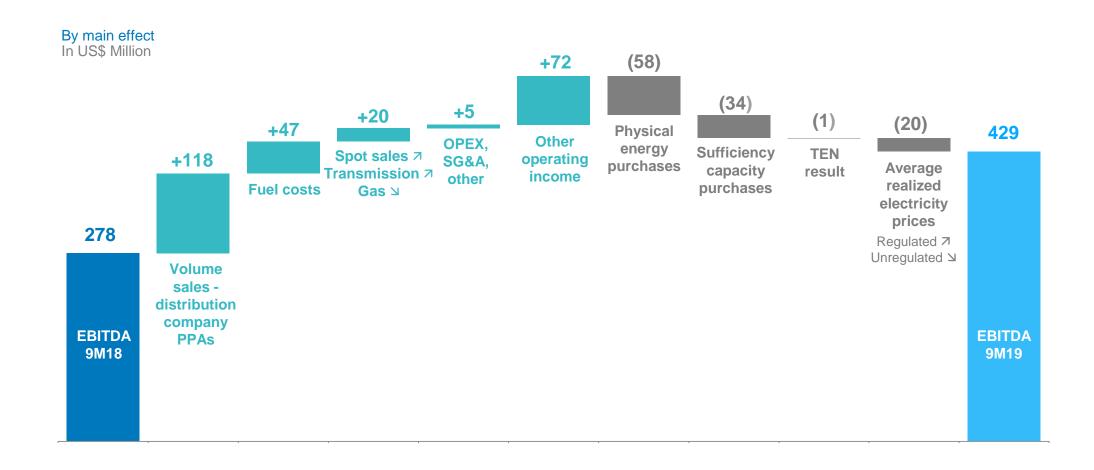
- Green taxes
- Ancillary services

Source: Engie Energía Chile

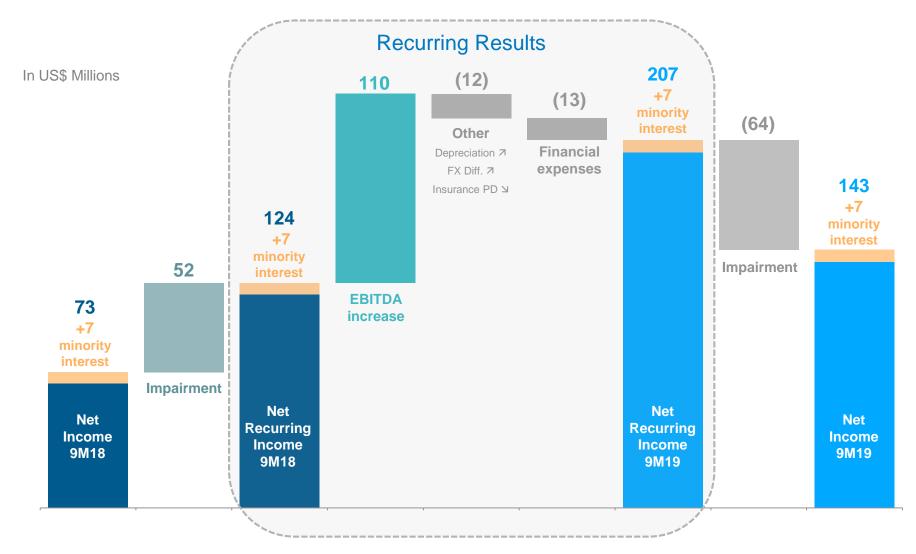




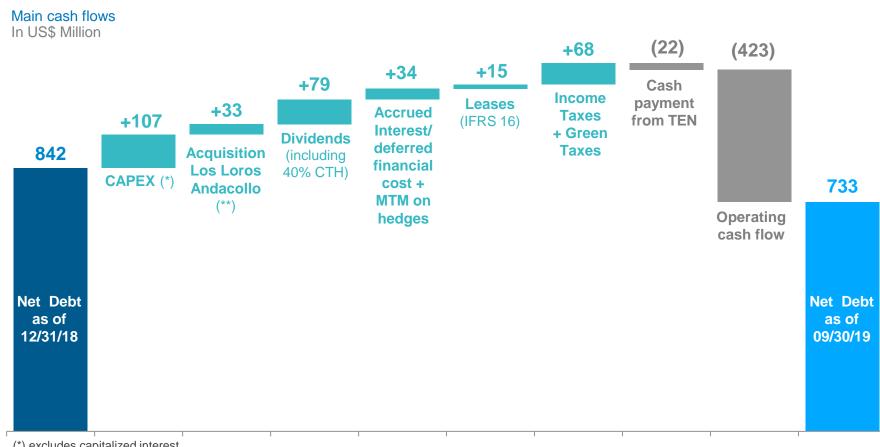
#### HIGHER REGULATED SALES EXPLAIN EBITDA IMPROVEMENT



#### STRONG OPERATING RESULTS OFFSET THE EFFECT OF IMPAIRMENTS



#### **NET DEBT DECREASED DUE TO POSITIVE FREE CASH FLOW**



<sup>(\*)</sup> excludes capitalized interest

<sup>(\*\*)</sup> net of available cash in acquired co's.

#### ROBUST FINANCIAL STRUCTURE: ROOM FOR FURTHER GROWTH

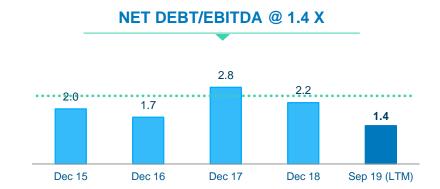
#### Net debt/EBITDA well below 2.5x

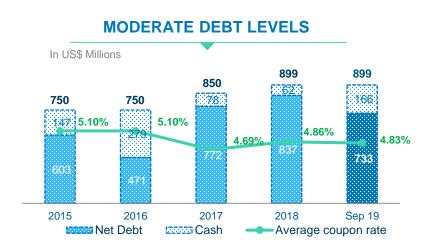
#### Rating confirmed @ BBB

- International:
  - Fitch (June 2019) Outlook change to Positive
  - S&P (July 2018) Stable Outlook
- National scale:
  - Fitch (June 2019) AA- Outlook change to Positive
  - Feller Rate (January 2019): Rating upgrade to AA- Stable

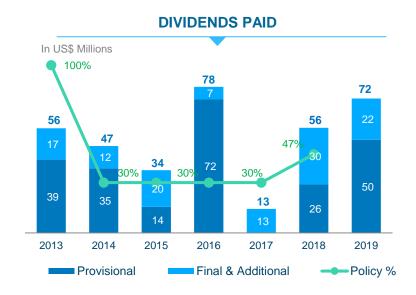
#### **Debt details:**

- US\$ 750 million 144-A/Reg S Notes:
  - 5.625%, US\$400 million 2021 (YTM=2.459% at 09/30/19)
  - 4.500%, US\$350 million 2025 (YTM=2.957% at 09/30/19)
- 2.333%, US\$80 million bank loans maturing 2020
- US\$58 million 20-yr. financial lease w/TEN for dedicated transmission assets
- US\$17 million financial leases per IFRS 16





#### SHAREHOLDER RETURN



#### MARKET CAP & DIVIDEND YIELD



#### **SHARE PRICE EVOLUTION**



Dividend yield: dividends per share actually paid in year **n** divided by year **n-1** closing price

#### **KEY TAKE-AWAYS: VALUE CREATION FOR OUR STAKEHOLDERS**

















CLIENTS AND OPERATION



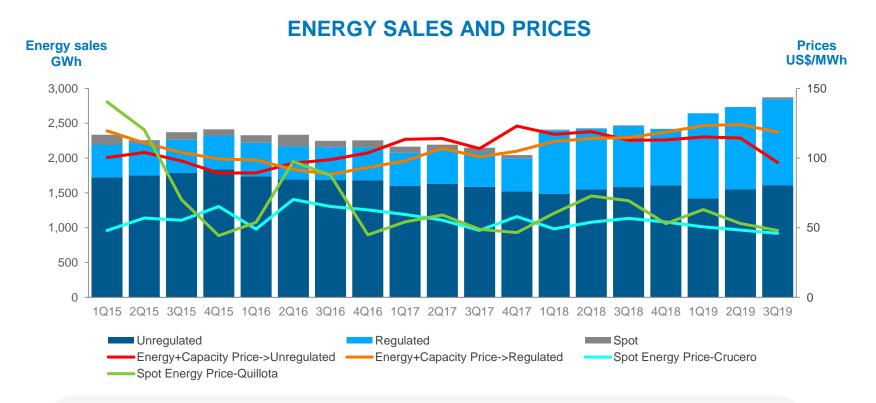






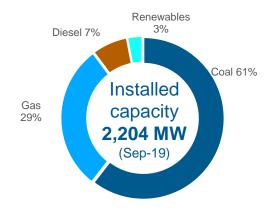


## LONG-TERM CONTRACTS: THE BASIS FOR STABLE SALES VOLUMES AND PRICES

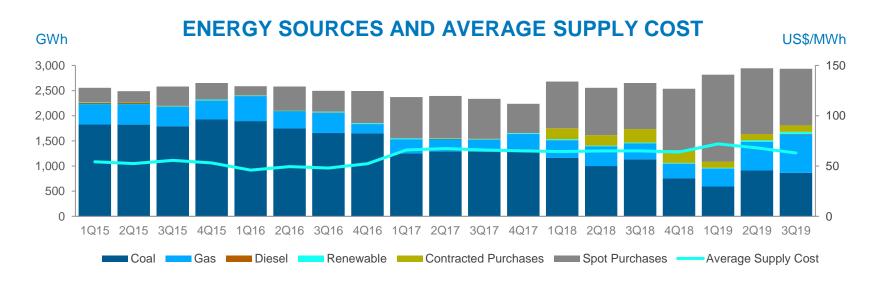


- Energy contract prices have moved in line with fuel prices
- Spot prices in the ex-SIC have been sensitive to hydrologic conditions

# DEMAND SUPPLIED WITH OWN GENERATION AND ENERGY PURCHASES, HEDGED BY OUR INSTALLED CAPACITY

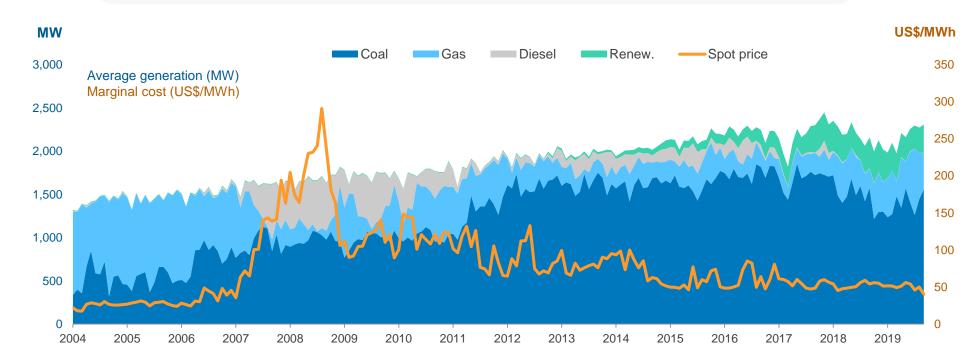


- Increased spot purchases due to (i) coal, gas and renewable efficient capacity additions in the grid since 2016 and (ii) start-up of PPA with distribution companies in central Chile
- Fuel prices, CO<sub>2</sub> taxes, emission-reduction costs, intermittency, and drought have put pressure on average supply cost

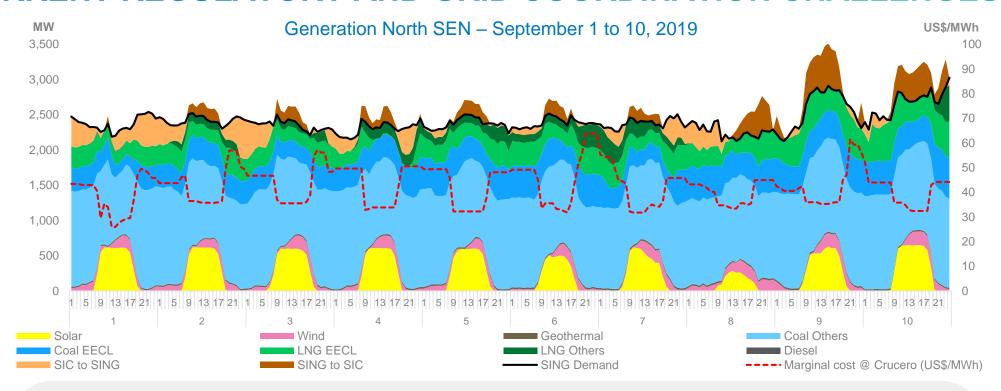


## **GENERATION AND SPOT ENERGY PRICE HISTORY IN THE SING**

- · Limited exposure to hydrologic risk until interconnection became fully operative
- Long-term contracts with unregulated clients (mining companies) accounting for 89% of demand (bilateral negotiation of prices and supply terms)
- Maximum demand: ~ 3,031 MW in 3Q 2019; expected 3.4% compounded average annual growth rate for the 2019-2030 period



### **CURRENT REGULATORY AND GRID COORDINATION CHALLENGES**



#### Full interconnection, at times inflexible LNG supply, intermittent renewable power sources

- Full interconnection since end-May and greater gas supply have contributed to stabilize, lower and couple average marginal costs in the north and south grids
- Marginal costs are lower during sun & wind hours
- Higher system costs to cope with intermittent output (frequent CCGT start-ups, greater spinning reserve required from thermal plants) require ancillary services regulation and development of economic 24 x 7 renewable generation solutions

Source: CEN

## **GAME CHANGERS IN THE CHILEAN POWER INDUSTRY**

More agile, diversified, client-focused approach to face industry change



- More flexible power auction regulations (Law # 20,805)
  - De-risked regulated PPA to foster competition
- Falling energy prices
- Carbon footprint reduction=> PPAs indexed to CPI
- Increased difficulty to execute projects

**Evolution of Market Design in continuous change** 



- Lower investment cost of renewable capacity
- Shorter development period for renewables
- Improved plant efficiency
- Lower operational costs

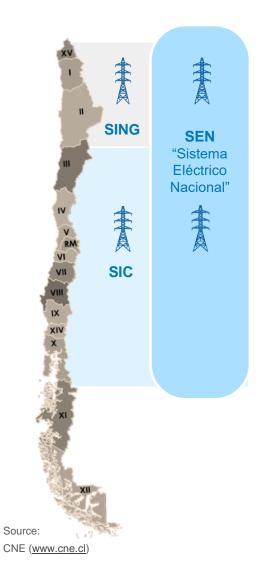


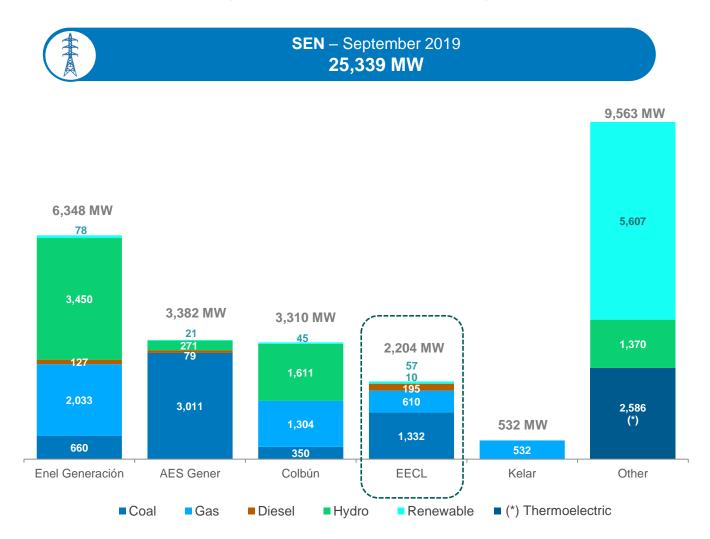
- Mining industry recovery w/copper >2.7 \$/lb: revival of large mining projects
- GDP growing at low rates
- Energy saving programs create x-sales opportunities
- Smart grid initiatives and electric mobility

High penetration of Renewables and new energy management products

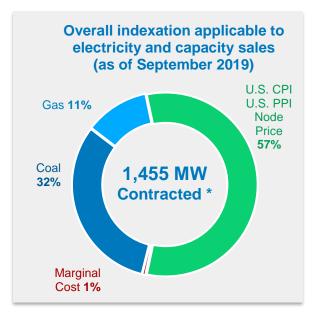
**Potential demand increase** 

## THE "SEN": A LARGER MARKET FOR ALL PLAYERS



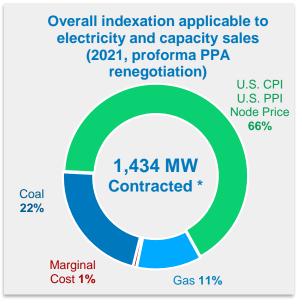


## PPA PORTFOLIO INDEXATION: SHIFTING AWAY FROM COAL



(\*) Projected average annual demand over the life of the contracts outstanding as of September 30, 2019

Indexation frequency:
Regulated: Semiannual
Others: Monthly



(\*) Projected average demand over the life of the contracts as of 2021

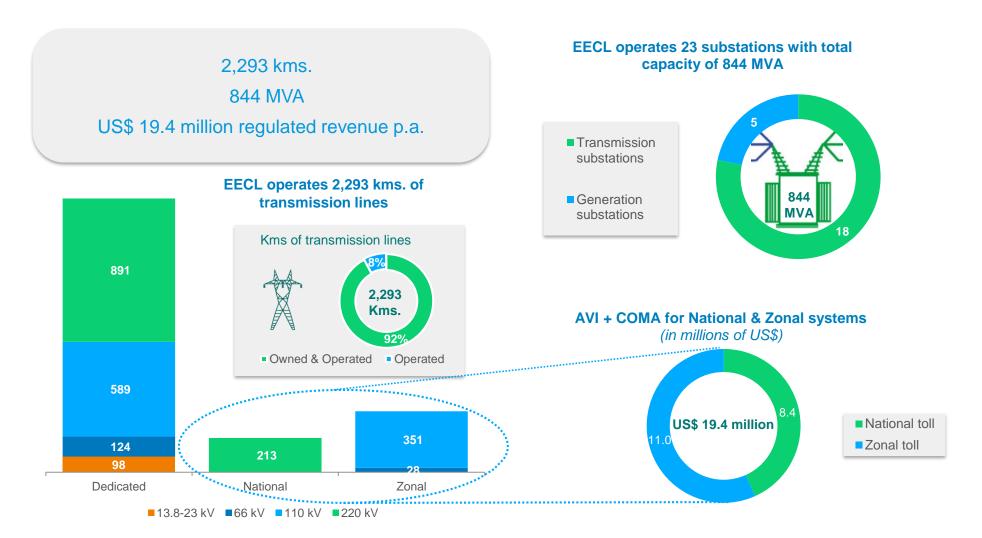
#### **EMEL(CGE)** contract tariff adjustment:

- Energy tariff: ~40% US CPI, ~60 % Henry Hub gas price:
  - Based on average HH reported in months n-3 to n-6
  - Immediate adjustment triggered in case of any variation of 10% or more
- Capacity tariff per node price published by the National Energy Commission ("CNE")

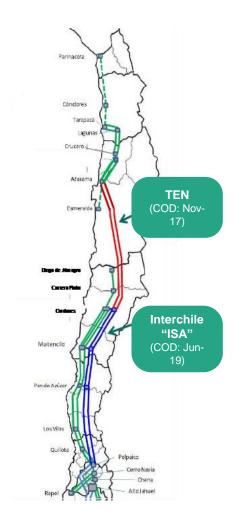
#### **New PPA with distribution Co's tariff adjustment:**

- Energy tariff: ~66.5% US CPI, ~22% coal, 11.5% HH gas:
  - Based on average HH reported in months n-3 to n-8
  - Immediate adjustment triggered in case of any variation of 10% or more
- Capacity tariff per node price published by the National Energy Commission ("CNE")

## EECL, A RELEVANT PLAYER IN THE TRANSMISSION BUSINESS



# TRANSMISORA ELÉCTRICA DEL NORTE ("TEN")





- Double circuit, 500 kV, alternate current (HVAC), 1,500 MW, 600-km long transmission line
- National transmission system interconnecting SIC and SING grids since Nov. 24, 2017
- Regulated revenues on "national assets" (AVI) + contractual toll with EECL on "dedicated assets"
- AVI + ToII ≈ MUSD 81, a good proxy of TEN's annual EBITDA

#### **TEN** annual revenue:

(in USD millions at Sep.30, 2019 FX rates)

**AVI** (VI annuity): 74.4 + COMA (O&M cost): 8.5

= VATT 82.9

+ Toll (paid by EECL): ~7.0

AVI = annuity of VI (Investment value) providing 10% pre-tax return on assets (at least 7% post-tax return beginning 2020)



**Project** financed



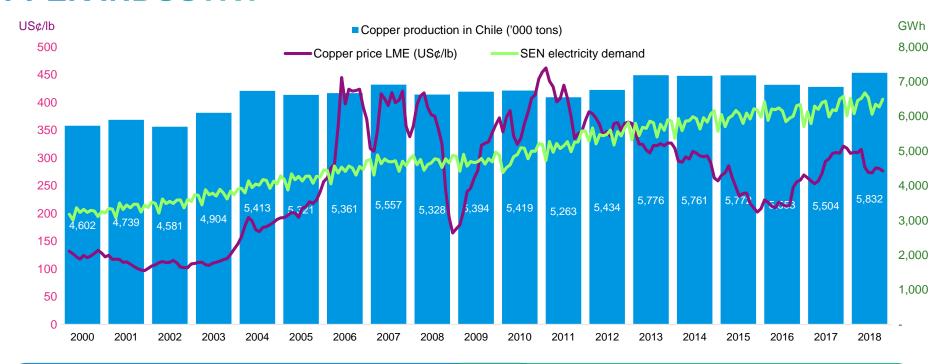
#### **Project Financing as of Sep-30-19**



- Senior 18-yr USD Loan
- 26-yr USD Fixed-rate note
- Senior 18-yr Local UF Loan
- Equity-Red Eléctrica
- Equity-Engie Energía Chile

Total senior debt = ~USD 0.7 bn

### **COPPER INDUSTRY**



#### Chile's world-class copper industry is facing challenges:

- Scarce water resources => increasing sea water pumping and desalination needs => higher power costs;
- New port infrastructure required;
- Need to keep cash cost under control;
- More demanding environmental and social requirements => need to reduce carbon footprint.

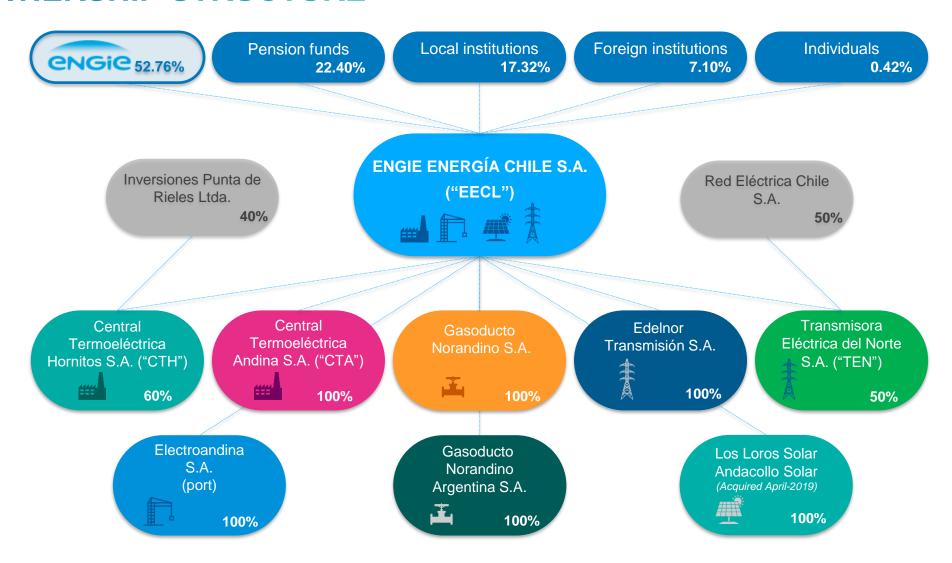


#### Engie is prepared to help our clients:

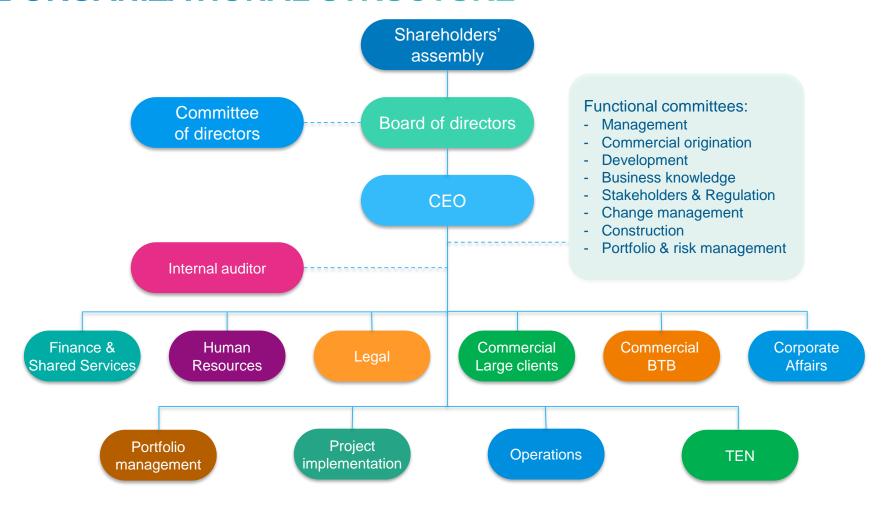
- Power production & transmission; financial strength; group expertise in the water business;
- Available port infrastructure;
- Ready to provide energy efficiency services;
- Diversifying power sources to reduce carbon footprint.

Source: COCHILCO

## **OWNERSHIP STRUCTURE**



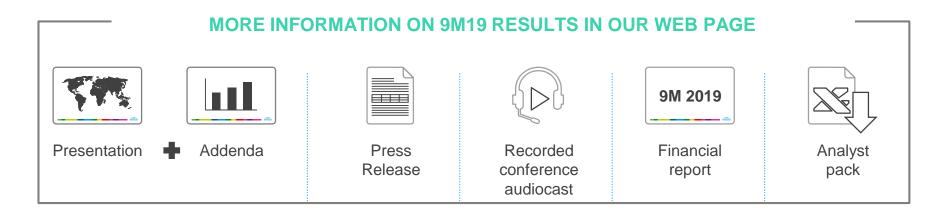
## **EECL ORGANIZATIONAL STRUCTURE**



- The Board of directors includes three independent members out of a total of 7 directors
- The Committee of directors is formed by the three independent members and oversees all transactions among related parties

## FOR MORE INFORMATION ABOUT ENGIE ENERGÍA CHILE





# Disclaimer

#### **Forward-Looking statements**

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